

# Realty Trust Review

September 23, 1977  
Priced Sept. 19

VOL. VIII, No. 18

## INVESTMENT OUTLOOK AND STATISTICAL ISSUE

|   |     |
|---|-----|
| Investment outlook: Weakening of industrial stocks flashes caution light.....     | 1   |
| Bankruptcies & restructurings: Fidelity accord with creditors; Colwell plan.....  | 2   |
| Earnings trends: Rising swap gains put 25 trusts in black in latest quarters..... | 7   |
| Table: New Earnings Reports of latest quarters for 25 trusts.....                 | 7   |
| Dividend trends: September a month of small increases but no reductions.....      | 3   |
| Table: Latest Dividend Declarations for reporting trusts.....                     | 3   |
| Graph of Audit Investment Index of mortgage and equity trusts.....                | 2   |
| Nonearning investments: Table shows 4% decline in month.....                      | 2   |
| Computerized Comparative Trust Group Averages.....                                | 3   |
| Comparative Trust Statistics for 131 realty trust shares.....                     | 4&5 |
| Statistics for 23 warrants and 43 convertibles.....                               | 6   |
| Statistics for 35 straight bond issues of trusts.....                             | 3   |
| How to use Comparative Trust Statistics.....                                      | 6   |

## INVESTMENT OUTLOOK: WEAKNESS IN INDUSTRIAL STOCKS FLASHES CAUTION LIGHT

This year's dramatic strength in real estate stocks against a backdrop of general market weakness continued in September. Realty trusts rose 2.9% while the Dow-Jones Industrials fell 1.6% (see Group Averages, p. 3). For the year realty shares have now outperformed the Dow by nearly 29%.

But the NYSE Composite Index this week dropped through a support area that has held firm for over 18 months now; we interpret this to mean that weakness in the blue-chip Dow Industrials is now spreading throughout the list. In this environment prudence requires that you restrain your exuberance for stocks, build or hold cash reserves, and concentrate upon only the hardest issues. Our Sept. 9 Relative Appeal Rankings are a good guide to new investments.

However a great reservoir of speculative money is in or looking at some of the very depressed low-priced speculative issues, like those discussed Aug. 12. The theory is that many have low-rate bank loans already and thus their recoveries wouldn't be sidetracked by any rise in short-term interest rates (which produced a  $7\frac{1}{4}\%$  prime rate this week). We buy the theory selectively, with emphasis upon the individual stocks and not the market.

Meantime some issues are standouts: First Fidelity Inv. up 28% on possibility of a tender at  $\$6\frac{1}{2}$ ; North Amer. Mtg. and BT Mtg. up 35% and 50% respectively on a favorable newspaper article (see Sept. 9 RTR); Northwestern Financial up 26%; American Realty, up 33%; Heitman Mtg., up 20%; and Cont. Illinois Realty, up  $23\frac{1}{2}\%$ .

### KEEPING CURRENT WITH AUDIT'S REAL ESTATE INVESTMENT SERVICES

REIT EVALUATIONS publishes penetrating two-page reviews of these 10 trusts:

|                            |                     |                  |                     |
|----------------------------|---------------------|------------------|---------------------|
| Barnett Winston Inv. Trust | First Virginia Mtg. | ICM Realty       | Henry S. Miller Rt. |
| Diversified Mtg. Inv.      | Hospital Mtg. Group | Indiana M&R Inv. |                     |
| First Newport Rlty. Inv.   | Hotel Investors     | JMB Realty       |                     |

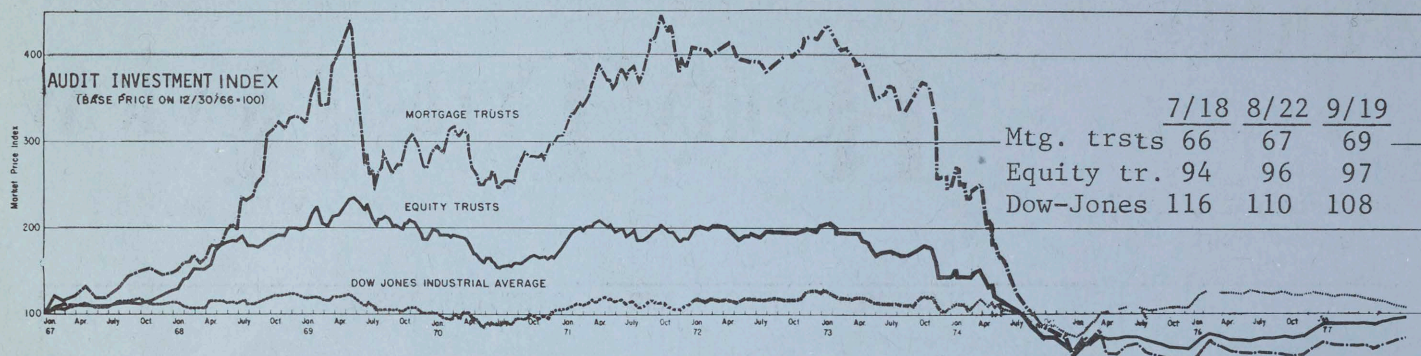
PRICE: \$15 FOR INDIVIDUAL EVALUATIONS; \$18 FOR THE GROUP OF 10

KENNETH D. CAMPBELL, EDITOR AND PUBLISHER, BERNARD SOLAS, C.F.A., DIRECTOR OF RESEARCH/ AUDIT INVESTMENT RESEARCH, INC., 230 PARK AVENUE, NEW YORK 10017

REALTY TRUST REVIEW, REAL ESTATE DISCLOSURE DIGEST, DISCLOSURE REPORTS ON PROBLEM PROPERTIES, and special industry investment reports are published by Audit Investment Research, Inc., an independent investment advisor registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940. Under no circumstances is anything contained herein to be construed as an offer to purchase or a solicitation to sell any security mentioned. Information has been obtained from sources believed to be reliable and reasonable care has been exercised in compilation, but accuracy or completeness cannot be guaranteed. Expressions of opinion are solely the responsibility of the publisher and may be changed at any time without notice. Advisory services are mailed to reach subscribers no later than the Monday following publication date. Audit's officers, employees and printers are not permitted to trade upon any recommendation until the Tuesday following. Subscriptions may not be assigned without consent and unused portion refunded on request. Copyright © 1977 by Audit Investment Research, Inc., 230 Park Avenue, New York, N.Y. 10017.

PUBLISHED TWICE MONTHLY ON THE SECOND AND FOURTH FRIDAYS/SUBSCRIPTIONS \$125 ANNUALLY / SINGLE COPY \$7 / BACK ISSUES \$1.25 TO SUBSCRIBERS ONLY  
GROUP RATES ON REQUEST





## BANKRUPTCIES AND RESTRUCTURINGS: FIDELITY ACCORD WITH CREDITORS; COLWELL PROPOSAL NEAR

Fidelity Mortgage Inv. has filed a plan to settle its debts with creditors in Federal court. The plan generally follows a preliminary agreement announced early this year. The proposal calls for creditors to get \$107.75 million plus 3,383,434 shares in settlement of \$183 million debt. Holders of \$2.9 million 7-3/4% convertible subordinated debentures would receive 10% of their claims, including interest accrued to Jan. 30, 1975, from an initial payment upon approval of the plan. The holder of a \$15.5 million senior subordinated note would get 15% of its claim, with 5% payable on initial settlement, 5% through 1983, and the remaining 5% in 10 annual installments beginning Dec. 31, 1984. Banks holding about \$164½ million debt would receive about 64% of that amount, or about \$105 million, payable in installments through 1983.

Colwell Mortgage Trust is expected to seek bondholder and shareholder approval of a pre-planned Chapter XI filing early in October. Under the proposal, the trust would seek binding acceptances of an agreed-upon arrangement with creditors before filing with a Federal court; if approved, both plan and acceptances would be filed with the court. Final details haven't been fixed but the preliminary filing with the SEC indicates the trust's plan would offer holders of 8.2% senior subordinated notes about 39% of par in cash plus 74 shares, and holders of 6½% subordinated convertible debentures 33% of par in cash plus 74 shares. If that formula were approved, about 1,988,000 new shares could be issued on the current 2,030,356 shares, and net worth would rise to about \$15.8 million, or about \$3.93/sh. on the potential higher number of shares.

Citizens Mortgage Inv. Trust has delayed its proposed restructuring until 1978 while it obtains independent appraisal of its assets. An asset exchange with banks and subsequent tender offer at 40% of par for its 8.5% senior subordinated notes is planned. Holders of about 15% of principal of these notes have filed notice of acceleration of principal, which are in default of interest payments; notices by 25% of holders would be required to make any acceleration effective.

First Mortgage Investors has completed a \$244 million credit agreement with 26 of 27 lending banks; effectiveness of the agreement was one uncertainty affecting its current offer to holders of matured 8¼% senior notes (see RTR, Sept. 9).

## NONEARNING INVESTMENTS' FALL 4% IN MONTH TO BRING TOTAL 15% BELOW PEAK

Our monthly tally of nonearning investments fell 4% to \$8.55 billion this month, well below the peak \$10.16 billion of June 1976. The figures:

| ----Invested assets---- |        |               |           | % Non &<br>low earning | Month %<br>change |
|-------------------------|--------|---------------|-----------|------------------------|-------------------|
| Group                   | Number | Non/Low earn. | Total     |                        |                   |
| Short-term mortgage...  | 58     | \$6,102M      | \$ 8,097M | 75%                    | -5.4%             |
| Inter. & long-term....  | 27     | 1,530         | 3,598     | 43                     | +0.5              |
| Equity & combination..  | 46     | 922           | 3,348     | 28                     | -3.0              |
| TOTALS/AVERAGES...      | 131    | \$8,554M      | \$15,043M | 57%                    | -4.1%             |



## DIVIDEND TRENDS: NO REDUCTIONS IN SEPTEMBER, A MONTH OF SMALL INCREASES

Three small increases took place in September while the other dividend payers maintained their previous quarter's levels. The hikes were led by General Growth Properties which continued its long-term record of increases with its first boost in a year. MassMutual Mortgage and Realty increased its payment for the fourth straight quarter. Federal Realty increased for the first time in over a year. After digesting the proceeds from its share offering last year, it achieved fine results from its properties, sufficient to raise payout on more shares. All payers were at least equal to the previous quarter and only MONY Mortgage was behind a year ago when it paid 30¢ but that included a 10¢ yearend cleanup. This year, however, 16¢ of the the 23¢ dividend came from the quarter's earnings and the rest from undistributed income from fiscal 1977.

|                              | <u>Up</u> | <u>Same</u> | <u>Down</u> | <u>Total</u> | <u>%Change</u> |
|------------------------------|-----------|-------------|-------------|--------------|----------------|
| Sept.                        | 3         | 10          | 0           | 13           | + 1%           |
| Year                         | 26        | 87          | 8           | 121          | --             |
| -----From previous year----- |           |             |             |              |                |
| Sept.                        | 7         | 5           | 1           | 13           | +10%           |
| Year                         | 56        | 54          | 11          | 121          | --             |

| Trust                 | Record date | --Dividend/share--<br>Latest | Previous | --Net Change--<br>Amt. | Percent | Year ago | % Change |
|-----------------------|-------------|------------------------------|----------|------------------------|---------|----------|----------|
| Consol. Capital Rlty  | 9/19        | \$0.17M                      | \$0.17   | --                     | NC      | \$0.1684 | +1       |
| Cont'l. Ill. Prop.    | 10/3        | 0.32                         | 0.32     | --                     | NC      | 0.32     | NC       |
| Denver REIA           | 9/15        | 0.15                         | 0.15     | --                     | NC      | 0.15     | NC       |
| Federal Realty        | 9/26        | 0.32                         | 0.31     | \$.01                  | +3      | 0.31     | +3       |
| First Cont'l. REIT    | 9/30        | 0.22                         | 0.22     | --                     | NC      | 0.20     | +10      |
| First Fidelity Inv.   | 9/7         | 0.07                         | 0.07     | --                     | NC      | 0.00     | --       |
| First Union REI       | 10/14       | 0.25                         | 0.25     | --                     | NC      | 0.25     | NC       |
| Fraser Mortgage Inv.  | 10/3        | 0.25                         | 0.25     | --                     | NC      | 0.25     | NC       |
| General Growth Prop.  | 9/16        | 0.37                         | 0.35     | +.02                   | +6      | 0.35     | +6       |
| MassMutual Mtg.       | 9/6         | 0.31                         | 0.30     | +.01                   | +3      | 0.27     | +15      |
| Miller (Henry S) Rlt. | 9/15        | 0.15                         | 0.15     | --                     | NC      | 0.00     | --       |
| MONY Mtg. Inv.        | 9/30        | 0.23                         | 0.23     | --                     | NC      | 0.30     | -23      |
| Mortgage Growth Inv.  | 9/30        | 0.12                         | 0.12     | --                     | NC      | 0.12     | NC       |
| New Plan Realty       | 9/15        | 0.08M                        | 0.08     | --                     | NC      | 0.075    | +7       |
| Realty & Mtg. Pacif.  | 9/30        | 0.28                         | 0.28     | --                     | NC      | 0.24     | +17      |
| TOTALS (13 Trusts)b   |             | \$3.04                       | \$3.00   | \$.04                  | +1%     | \$2.76   | +10%     |

b- Excludes monthly and semiannual dividends. NC- No change. M- Monthly.

## COMPARATIVE TRUST GROUP AVERAGE 09/19/77

| GROUP                        | N   | SHARE (000) | BOOK VALUE | ANN DIV* | EARN ANN* | LAST PRICE | -% CHNG FROM--<br>MON AGO | JAN 1 | P/E RATIO | ANN* YIELD | % PR TO BK | RETURN ON BK | MARKET VALUE |
|------------------------------|-----|-------------|------------|----------|-----------|------------|---------------------------|-------|-----------|------------|------------|--------------|--------------|
| EQUITY TRUSTS                | 20  | 2076        | 11.56      | 0.83     | 0.99      | 11.96      | 3.1                       | 13.5  | 12.1      | 6.9        | 3.5        | 8.6          | 595.7        |
| EQUITY AND MORTGAGE COMBIN   | 23  | 1767        | 9.51       | 0.39     | 0.46      | 7.14       | 3.2                       | 28.1  | 15.7      | 5.5        | -24.9      | 4.8          | 288.9        |
| SUBORDINATED LAND TRUSTS     | 3   | 2689        | 11.59      | 0.40     | 0.54      | 6.79       | 1.5                       | -7.9  | 12.5      | 5.9        | -41.4      | 4.7          | 50.6         |
| AVERAGE 3 EQUITY GROUPS      | 46  | 1961        | 10.53      | 0.58     | 0.69      | 9.21       | 3.0                       | 17.4  | 13.3      | 6.3        | -12.6      | 6.6          | 935.2        |
| SHORT-TERM MTG-MTG BANKER    | 16  | 2017        | 8.71       | 0.36     | 0.46      | 5.04       | 1.5                       | 4.9   | 11.0      | 7.2        | -42.1      | 5.3          | 179.6        |
| SHORT-TERM MTG-INDEPENDENT   | 18  | 3722        | -0.94      | 0.00     | 0.26      | 1.18       | -8.9                      | 3.8   | 4.5       | 0.0        | -224.5     | -27.8        | 48.5         |
| SHORT-TERM MTG-COMCL BANK    | 16  | 2214        | 1.32       | 0.00     | 0.78      | 2.23       | 6.0                       | 12.1  | 2.9       | 0.0        | 69.3       | 59.1         | 69.2         |
| SHORT-TERM-MISC FNCL         | 8   | 2381        | 4.75       | 0.02     | 0.10      | 3.17       | 10.1                      | 12.5  | 31.7      | 0.6        | -33.2      | 2.1          | 49.1         |
| AVERAGE 4 SHORT-TERM GROUPS  | 58  | 2650        | 3.12       | 0.10     | 0.43      | 2.81       | 2.2                       | 7.4   | 6.4       | 3.6        | -10.2      | 14.0         | 346.4        |
| INTERMEDIATE-TERM MORTGAGE   | 6   | 3389        | 5.66       | 0.39     | 0.63      | 4.95       | 5.3                       | 16.9  | 7.9       | 7.9        | -12.5      | 11.0         | 65.7         |
| LONG-TERM MTG & EQUITIES     | 21  | 3030        | 11.53      | 0.53     | 0.54      | 7.94       | 2.8                       | 10.6  | 14.6      | 6.7        | -31.1      | 4.7          | 661.9        |
| AVERAGE LONG & INTERMEDIATE  | 27  | 3109        | 10.22      | 0.49     | 0.56      | 7.27       | 3.1                       | 11.5  | 13.0      | 6.9        | -28.9      | 5.5          | 727.6        |
| OVERALL AVERAGE              | 131 | 2503        | 7.19       | 0.35     | 0.55      | 5.97       | 2.9                       | 13.7  | 10.8      | 5.9        | -16.9      | 7.7          | 2009.2       |
| DOW-JONES INDUSTRIAL AVERAGE |     |             |            |          |           | 97.18      | 853.26                    | -1.6  | -15.1     | 8.8        | 5.3        |              |              |

\*Latest quarter annualized

## STRAIGHT BONDS

## STRAIGHT BONDS

| ISSUER & DESC.    | EX | INT.  | MAT | MIL \$ | PRICE | CHANGE | YIELD | ISSUER & DESC.   | EX | INT.  | MAT | MIL \$ | PRICE | CHANGE | YIELD |
|-------------------|----|-------|-----|--------|-------|--------|-------|------------------|----|-------|-----|--------|-------|--------|-------|
| ATICO MTG-C#      | NY | 6.75  | '82 | 16.9   | 61.25 | 1      | 11    | INSTITNL INV-B   | NY | 7.88  | '80 | 20.0   | 77.00 | 4      | 10    |
| BT MTG INV-C      | OC | 5.75  | '82 | 20.0   | 63.00 | 6      | 9     | JUSTICE MTG-B    | OC | 7.75  | '79 | 9.6    | 35.00 | 12     | 22    |
| BARNETT MTG-C     | OC | 6.75  | '91 | 17.3   | 23.00 | 15     | 29    | LMI INVESTORS-C  | NY | 6.75  | '82 | 10.0   | 59.00 | 7      | 11    |
| BARNETT MTG-CD    | OC | 8.50  | '98 | 30.0   | 31.00 | 63     | 27    | MIDLAND MTG-B    | NY | 8.00  | '80 | 18.5   | 66.88 | 4      | 12    |
| BARNETT-WIN-CE    | OC | 8.25  | '98 | 30.0   | 41.00 | 2      | 20    | MTG INV WASH-B   | OC | 8.50C | '80 | 15.0   | 55.00 | 0      | 15    |
| BAY COLONY PROP-C | NY | 8.50  | '81 | 23.0   | 71.00 | -2     | 12    | NJB PRIME INV-C# | OC | 7.00  | '80 | 12.9   | 16.00 | 6      | 43    |
| CHASE MAN TR-A    | NY | 7.88  | '78 | 50.0   | 94.22 | 0      | 8     | NATIONWIDE RE-C  | OC | 7.00  | '91 | 6.5    | 66.00 | 0      | 10    |
| CHASE MAN TR-C    | NY | 7.50  | '83 | 60.0   | 69.00 | 5      | 10    | NO AMER MTG-C    | NY | 5.50  | '79 | 27.8   | 87.63 | 2      | 6     |
| CITIZNSO RLT-C#   | OC | 6.75  | '78 | 30.0   | 38.00 | 22     | 17    | SAUL (B.F.)-C    | NY | 8.50  | '80 | 25.0   | 90.00 | 3      | 9     |
| CITIZNS MTG INV-B | OC | 8.50  | '80 | 20.0   | 31.00 | -3     | 27    | STATE MUT INV-B  | OC | 9.00  | '80 | 25.0   | 60.00 | -2     | 15    |
| COLWELL MTG-B     | OC | 8.20  | '80 | 25.0   | 32.50 | -10    | 25    | SECURITY MTG-#   | AS | 7.25  | '82 | 50.0   | 83.75 | 2      | 8     |
| CONT ILL RLT-C    | NY | 7.63  | '79 | 25.0   | 84.13 | -0     | 9     | SECURITY MTG-C#  | OC | 6.00  | '82 | 17.1   | 67.00 | 3      | 9     |
| COUSINS M&E-C     | NY | 6.50  | '82 | 30.0   | 40.13 | 1      | 16    | TRI-SOUTH MTG-B  | OC | 7.75  | '80 | 25.0   | 44.00 | 10     | 17    |
| FIRST MTG INV-A   | OC | 6.75  | '82 | 12.6   | 27.00 | -9     | 25    |                  |    |       |     |        |       |        |       |
| FIRST MTG INV-A   | OC | 8.25  | '77 | 23.5   | 53.00 | 12     | 15    |                  |    |       |     |        |       |        |       |
| FIRST NEWPORT-B   | OC | 8.75  | '79 | 7.0    | 61.00 | 17     | 14    |                  |    |       |     |        |       |        |       |
| FIRST VIRGINIA-B  | OC | 8-12F | '80 | 5.0    | 52.00 | -5     | 15    |                  |    |       |     |        |       |        |       |
| FIRST VIRGINIA M  | OC | 4.00  | '80 | 15.0   | 50.00 | -3     | 8     |                  |    |       |     |        |       |        |       |
| GMR PROPERTIES-C  | AS | 7.70  | '80 | 20.0   | 80.50 | 0      | 9     |                  |    |       |     |        |       |        |       |
| GREAT AMER MGMT-B | OC | 7.75  | '79 | 25.0   | 12.00 | 0      | VJ    |                  |    |       |     |        |       |        |       |
| GREAT AMER MGMT-C | OC | 8.75  | '83 | 25.0   | 9.00  | 9      | VJ    |                  |    |       |     |        |       |        |       |
| GUARDIAN MTG-B    | OC | 7.50  | '79 | 25.0   | 25.25 | 14     | 29    |                  |    |       |     |        |       |        |       |
| GUARDIAN MTG-C#   | OC | 6.75  | '86 | 8.6    | 18.50 | 15     | 36    |                  |    |       |     |        |       |        |       |
| IDS REALTY-H      | OC | ---   | --- | 169.8  | 40.00 | 14     | NC    |                  |    |       |     |        |       |        |       |

DESCRIPTION: A-SENIOR; B-SENIOR SUBORDINATE; C-SUBORDINATE OR JUNIOR SUBORDINATE. D-CONVERTIBLE AT \$39 TILL 9/1/78 WHEN PRICE MAY BE ADJUSTED. E-CONVERTIBLE AT \$31 TILL 12/1/78 WHEN PRICE WILL BE ADJUSTED. F-VARIABLE AT 1 1/2% OVER MONTHLY PRIME. G-VARIABLE RATE AT 1 1/4% OVER PRIME IN OCT. AND APRIL. H-FIVE SERIES, A-E: 6-7/8, 7-1/8, 7-3/8, TWO VARIABLE; 1987-94. VJ-BANKRUPTCY REORGANIZATION.

X-SUSPENDED BY EXCHANGE.

#-MAY BE USED AT PAR TO EXERCISE WARRANTS.



|  | EXCH/<br>SYMBOL | SHARE<br>(000) | BOOK<br>VALUE | ANN<br>DIV* | -EARNINGS--<br>MON ANN* | LAST<br>PRICE | % CHANGE<br>MON AGO | FROM-<br>JAN 1 | P/E<br>RATIO | ANN*<br>YIELD | % PR<br>TO BK | RETURN<br>ON BK | MKT VA<br>(MIL\$) |
|--|-----------------|----------------|---------------|-------------|-------------------------|---------------|---------------------|----------------|--------------|---------------|---------------|-----------------|-------------------|
| EQUITY TRUSTS                          |                 |                |               |             |                         |               |                     |                |              |               |               |                 |                   |
| API TRUST                              | O-APITS         | 1012           | 8.20          | 0.00        | JUN                     | 0.12 ↑ 4.00   | 6.7                 | 6.7            | 33.3         | 0.0           | -51.2         | 1.5             | 4.0               |
| C I REALTY #                           | N-CIX           | 2609           | 16.83         | 0.00        | MAY                     | 0.08 7.50     | 9.0                 | 62.0           | 93.8         | 0.0           | -55.4         | 0.5             | 19.6              |
| CITIZENS GRO                           | O-CITGS         | 811            | 8.09          | 0.00        | JAN                     | 0.07 ↑ 1.25   | 66.7                | 0.0            | 17.9         | 0.0           | -84.5         | 0.9             | 1.0               |
| CON ILL PROP#                          | N-CIE           | 4808           | 20.80         | 1.28 ← APR  | 1.20 15.25              | -4.7          | -7.6                | 12.7           | 8.4          | -26.7         | 5.8           | 73.3            |                   |
| CONSO CAP R#                           | O-CCPLS         | 1989           | 19.21         | 2.04 ← MAY  | 1.80 28.50 X            | 4.3           | 16.3                | 15.8           | 7.2          | 48.4          | 9.4           | 56.7            |                   |
| DENVER REI #                           | O-DENV5         | 1091           | 7.97          | 0.60 ← JUN  | 0.44 ↑ 8.88 X           | 3.2           | 31.6                | 20.2           | 6.8          | 11.4          | 5.5           | 9.7             |                   |
| FEDERAL RLTY                           | A-FRT           | 1358           | 9.62          | 1.28 ↑ JUN  | 1.24 14.63              | 3.5           | 11.4                | 11.8           | 8.7          | 52.1          | 12.9          | 19.9            |                   |
| FIRST UNION#                           | N-FUR           | 4192           | 8.48          | 1.00 ← JUL  | 1.36 ↓ 12.50            | -1.0          | 3.1                 | 9.2            | 8.0          | 47.4          | 16.0          | 52.4            |                   |
| FLORIDA GLF#                           | O-PGLFS         | 975            | 15.34         | 1.28 JUL    | 1.40 14.25 X            | 6.0           | 26.7                | 10.2           | 9.0          | -7.1          | 9.1           | 13.9            |                   |
| FST FIDELTY#                           | O-FFITS         | 866            | 10.46         | 0.28 ← MAY  | 0.20 6.00 X             | 27.8          | 100.0               | 30.0           | 4.7          | -42.6         | 1.9           | 5.2             |                   |
| GENERAL GRO#                           | N-GGP           | 6202           | 6.34          | 1.48 ↑ JUN  | 1.44 22.75 X            | 0.5           | 2.2                 | 15.8           | 6.5          | 258.8         | 22.7          | 141.1           |                   |
| GOULD INVST#                           | A-GTR           | 1179           | 6.92          | 0.60 JUN    | 0.88 7.00 X             | -1.4          | 107.1               | 8.0            | 8.6          | 1.2           | 12.7          | 8.3             |                   |
| GREIT RLTY #                           | A-GRT           | 998            | 10.99         | 0.40 APR    | 0.84 6.75               | -6.9          | 8.0                 | 8.0            | 5.9          | -38.6         | 7.6           | 6.7             |                   |
| HUBBARD REI                            | N-HRE           | 4004           | 22.10         | 1.24 JUL    | 1.44 17.50 X            | -1.1          | 11.1                | 12.2           | 7.1          | -20.8         | 6.5           | 70.1            |                   |
| NEW PLAN RL#                           | O-NPLNS         | 1690           | 2.96          | 0.96 ← APR  | 0.94 11.00 X            | 3.1           | 22.2                | 11.7           | 8.7          | 271.6         | 31.8          | 18.6            |                   |
| PENN REIT #                            | A-PEI           | 1516           | 11.96         | 1.15 MAY    | 1.80 14.75              | 0.8           | 5.4                 | 8.2            | 7.8          | 23.3          | 15.1          | 22.4            |                   |
| REIT OF AMER                           | A-REI           | 1633           | 21.06         | 1.20 AUG    | 1.16 ↑ 15.38            | 0.0           | -3.9                | 13.3           | 7.8          | -27.0         | 5.5           | 25.1            |                   |
| SUMMIT PROP#                           | O-SMPTS         | 1549           | 7.00          | 0.00 JUL    | 0.45 ↑ 2.75             | -8.3          | 37.5                | 6.1            | 0.0          | -60.7         | 6.4           | 4.3             |                   |
| WASH REIT #                            | A-WRE           | 1516           | 11.61         | 1.76 JUN    | 2.96 ↑ 24.25 X          | 4.0           | 2.1                 | 8.2            | 7.3          | 108.9         | 25.5          | 36.8            |                   |
| WISC REIT #                            | O-WREIS         | 1514           | 5.30          | 0.00 JUN    | 0.03 ↓ 4.38             | 12.9          | 192.0               | 146.0          | 0.0          | -17.4         | 0.6           | 6.6             |                   |
| GROUP AVERAGE                          |                 | 2076           | 11.56         | 0.83        |                         | 0.99 11.96    | 3.1                 | 13.5           | 12.1         | 6.9           | 3.5           | 8.6             | 595.7             |
| EQUITY AND MORTGAGE COMBINATION TRUSTS |                 |                |               |             |                         |               |                     |                |              |               |               |                 |                   |
| AMER REALTY                            | A-ARB           | 2222           | 2.66          | 0.00 JUN    | 0.00 2.50               | 33.0          | 296.8               | 0.0            | 0.0          | -6.0          | 0.0           | 5.6             |                   |
| BANKAM RLTY                            | O-BRLTS         | 3547           | 15.30         | 0.60 JUL    | 0.68 11.25 X            | -5.0          | 12.5                | 16.5           | 5.3          | -26.5         | 4.4           | 39.9            |                   |
| BRT RLTY TR                            | A-BRT           | 1400           | 4.02          | 0.00 MAY    | 0.00 0.94               | 6.8           | 6.8                 | 0.0            | 0.0          | -76.6         | 0.0           | 1.3             |                   |
| FLATLEY RLT                            | O-FLTLS         | 1000           | 6.78          | 0.00 MAR    | 0.00 3.25               | 3.8           | 8.3                 | 0.0            | 0.0          | -52.1         | 0.0           | 3.3             |                   |
| FRANKLIN RLY                           | A-FR            | 999            | 7.44          | 0.00 MAR    | 0.00 5.38               | 7.6           | 65.5                | 0.0            | 0.0          | -27.7         | 0.0           | 5.4             |                   |
| HOTEL INVSTR#                          | A-HOT           | 1545           | 17.62         | 1.60 MAY    | 1.80 16.00              | -3.0          | 26.7                | 8.9            | 10.0         | -9.2          | 10.2          | 24.7            |                   |
| INDIANA M&R#                           | O-INDMS         | 1154           | 8.91          | 0.00 MAR    | 0.20 2.88               | -8.0          | 15.2                | 14.4           | 0.0          | -67.7         | 2.2           | 3.3             |                   |
| INVESTOR RL#                           | A-IRT           | 1579           | 10.54         | 0.00 MAY    | 0.60 8.50               | 4.6           | 88.9                | 14.2           | 0.0          | -19.4         | 5.7           | 13.4            |                   |
| JMB REALTY #                           | O-JMBRS         | 510            | 18.70         | 1.60 MAY    | 2.08 15.50              | 0.0           | 14.8                | 7.5            | 10.3         | -17.1         | 11.1          | 7.9             |                   |
| LINCOLN MTC*                           | O-LNMG5         | 1155           | 0.88          | 0.00 JUN    | 0.00 1.00               | 6.4           | 127.3               | 0.0            | 0.0          | 13.6          | 0.0           | 1.2             |                   |
| MILLER HEN S                           | O-HSMTS         | 560            | 16.83         | 0.60 ← MAY  | 0.64 10.00 X            | 6.8           | 33.3                | 15.6           | 6.0          | -40.6         | 3.8           | 5.6             |                   |
| NJB PRIME                              | O-NJB           | 1330           | -5.27         | 0.00 MAY    | 0.00 0.38               | 100.0         | 40.7                | 0.0            | 0.0          | NEG.          | 0.0           | 0.5             |                   |
| PLAZA REALTY                           | O-PNE           | 1114           | 1.80          | 0.00 JUN    | 0.00 0.75               | -14.8         | -25.0               | 0.0            | 0.0          | -58.3         | 0.0           | 0.8             |                   |
| PROP TRUST #                           | O-PTRAS         | 2506           | 7.50          | 0.20 JUN    | 0.25 5.63               | 12.6          | 40.8                | 22.5           | 3.6          | -24.9         | 3.3           | 14.1            |                   |
| RIVIERE RLY#                           | O-RIVI6         | 783            | 8.47          | 1.00 JUN    | 0.80 ↑ 8.75             | 0.7           | 2.9                 | 10.9           | 11.4         | 3.3           | 9.4           | 6.9             |                   |
| RLTY INCOME                            | A-RIT           | 1565           | 12.07         | 1.40 JUL    | 0.40 ↑ 13.25 X          | 7.7           | 26.2                | 33.1           | 10.6         | 9.8           | 3.3           | 20.7            |                   |
| SAN FRAN RE#                           | A-SFI           | 1362           | 20.15         | 0.60 JUN    | 0.96 13.00              | 0.9           | 18.2                | 13.5           | 4.6          | -35.5         | 4.8           | 17.7            |                   |
| SAUL (BF)REI                           | N-BFS           | 5845           | 6.06          | 0.00 JUN    | 0.00 4.38               | -2.7          | 6.1                 | 0.0            | 0.0          | -27.7         | 0.0           | 25.6            |                   |
| US BANCORP #                           | A-UBT           | 840            | 16.43         | 0.00 MAY    | 0.19 9.63               | 7.0           | 20.4                | 50.7           | 0.0          | -41.4         | 1.2           | 8.1             |                   |
| US REALTY #                            | N-UTY           | 3434           | 3.91          | 0.00 JUN    | 0.32 ↑ 3.88             | 0.0           | 47.5                | 12.1           | 0.0          | -0.8          | 8.2           | 13.3            |                   |
| VIRGINIA RE#                           | O-VARES         | 1251           | 10.18         | 0.40 JUN    | 0.44 7.75               | -6.1          | 19.2                | 17.6           | 5.2          | -23.9         | 4.3           | 9.7             |                   |
| WALTER RLTY#                           | O-WALJS         | 1035           | 10.41         | 0.00 APR    | 0.00 5.88               | -4.1          | 80.9                | 0.0            | 0.0          | -43.5         | 0.0           | 6.1             |                   |
| WELLS FAR MI                           | N-WFM           | 3911           | 17.36         | 1.08 JUN    | 1.12 13.75              | 8.9           | 42.8                | 12.3           | 7.9          | -20.8         | 6.5           | 53.8            |                   |
| GROUP AVERAGE                          |                 | 1767           | 9.51          | 0.39        |                         | 0.46 7.14     | 3.2                 | 28.1           | 15.7         | 5.5           | -24.9         | 4.8             | 288.9             |
| SUBORDINATED LAND TRUSTS               |                 |                |               |             |                         |               |                     |                |              |               |               |                 |                   |
| BAY COLONY P                           | N-BAY           | 2992           | 6.92          | 0.00 MAY    | 0.00 2.88               | 15.2          | -20.7               | 0.0            | 0.0          | -58.4         | 0.0           | 8.6             |                   |
| ICM REALTY                             | A-ICM           | 3011           | 14.17         | 0.00 MAY    | 0.43 6.25               | 6.3           | -3.8                | 14.5           | 0.0          | -55.9         | 3.0           | 18.8            |                   |
| PROPERTY CAP                           | A-PCL           | 2065           | 13.67         | 1.20 JUL    | 1.20 11.25 X            | -3.7          | -6.2                | 9.4            | 10.7         | -17.7         | 8.8           | 23.2            |                   |
| GROUP AVERAGE                          |                 | 2689           | 11.59         | 0.40        |                         | 0.54 6.79     | 1.5                 | -7.9           | 12.5         | 5.9           | -41.4         | 4.7             | 50.6              |
| SHORT-TERM MTG-MTG BANKER              |                 |                |               |             |                         |               |                     |                |              |               |               |                 |                   |
| ATICO MTG INV                          | N-ACO           | 2706           | 6.28          | 0.00 JUL    | 0.00 2.00               | 6.4           | -20.0               | 0.0            | 0.0          | -68.2         | 0.0           | 5.4             |                   |
| BAIRD &WARNR                           | O-BAIDS         | 1043           | 16.64         | 0.96 APR    | 0.00 7.50               | -9.1          | 11.1                | 0.0            | 12.8         | -54.9         | 0.0           | 7.8             |                   |
| BARNES MTG I                           | O-BARNS         | 1910           | 12.33         | 0.00 JUN    | 0.00 2.50               | -13.2         | 17.4                | 0.0            | 0.0          | -79.7         | 0.0           | 4.8             |                   |
| CENTRAL MTG                            | O-CMRTS         | 775            | 12.10         | 0.00 JUN    | 0.00 4.00               | -8.7          | 33.3                | 0.0            | 0.0          | -66.9         | 0.0           | 3.1             |                   |
| COLWELL MTG                            | O-CLM           | 2030           | -1.67         | 0.00 JUN    | 0.00 0.63               | 0.0           | -66.5               | 0.0            | 0.0          | NEG.          | 0.0           | 1.3             |                   |
| FIRST CONTNL                           | O-FCRES         | 2106           | 10.27         | 0.88 ← AUG  | 0.88 ← 8.38             | 4.8           | 1.6                 | 9.5            | 10.5         | -18.4         | 8.6           | 17.6            |                   |
| FRASER MTG I                           | O-FRASS         | 1038           | 16.37         | 1.00 ← AUG  | 1.00 ← 10.00            | -2.4          | 8.1                 | 10.0           | 10.0         | -38.9         | 6.1           | 10.4            |                   |
| HEITMAN MTG                            | A-HTM           | 3292           | 3.22          | 0.00 JUN    | 0.00 1.50               | 20.0          | -14.3               | 0.0            | 0.0          | -53.4         | 0.0           | 4.9             |                   |
| JUSTICE MTG                            | O-JMI           | 1184           | -0.55         | 0.00 MAR    | 2.63 0.69               | 38.0          | -71.0               | 0.3            | 0.0          | NEG.          | -478.2        | 0.8             |                   |
| KMC MTG IN                             | O-KMTGS         | 1100           | 1.89          | 0.00 MAY    | 0.00 1.25               | 42.0          | 10.6                | 0.0            | 0.0          | -33.9         | 0.0           | 1.4             |                   |
| LOMAS & NTLN                           | N-LOM           | 3700           | 27.69         | 1.40 JUN    | 1.40 17.25              | -6.8          | 15.0                | 12.3           | 8.1          | -37.7         | 5.1           | 63.8            |                   |
| M&T MTG INV                            | O-MTMIS         | 1482           | 10.26         | 1.04 MAY    | 1.08 10.38              | 1.3           | 13.7                | 9.6            | 10.0         | 1.2           | 10.5          | 15.4            |                   |
| MIDLAND MTG                            | N-MMT           | 2382           | 0.87          | 0.00 JUN    | 0.00 1.63               | 18.1          | 8.7                 | 0.0            | 0.0          | 87.4          | 0.0           | 3.9             |                   |
| NO AMER MTG                            | N-NAM           | 4403           | 10.08         | 0.00 JUN    | 0.00 4.38               | 34.8          | -10.2               | 0.0            | 0.0          | -56.5         | 0.0           | 19.3            |                   |
| SUTRO MTG IN                           | N-SUT           | 2322           | 15.16         | 0.50 JUN    | 0.31 8.38               | 4.8           | 17.5                | 27.0           | 6.0          | -44.7         | 2.0           | 19.5            |                   |
| TMC MTG INV                            | O-TMG           | 800            | -1.54         | 0.00 JUN    | 0.04 0.19               | -53.7         | -24.0               | 4.8            | 0.0          | NEG.          | -2.6          | 0.2             |                   |
| GROUP AVERAGE                          |                 | 2017           | 8.71          | 0.36        |                         | 0.46 5.04     | 1.5                 | 4.9            | 11.0         | 7.2           | -42.1         | 5.3             | 179.6             |

#NET CASH FLOW, SEE PAGE 6. \*GROSS CASH FLOW. NEG.-NEGATIVE BOOK VALUE. VJ-IN BANKRUPTCY REORGANIZATION. ARROWS DENOTE NEW EARNINGS OR DIVIDEND REPORTS AND DIRECTION. ZEROES INDICATE LOSS OR NO EARNINGS FOR QUARTER SHOWN. EXTRAORDINARY GAINS NOT ANNUALIZED. P-PHILADELPHIA EXCHANGE.



|                            | EXCH/<br>SYMBOL | SHARE<br>(000) | BOOK<br>VALUE | ANN<br>DIV* | -EARNINGS--<br>MON ANN* | LAST<br>PRICE | % CHANGE<br>MON AGO | FROM-<br>JAN 1 | P/E<br>RATIO | ANN*<br>YIELD | % PR<br>TO BK | RETURN<br>ON BK | MKT VA<br>(MIL\$) |       |      |
|----------------------------|-----------------|----------------|---------------|-------------|-------------------------|---------------|---------------------|----------------|--------------|---------------|---------------|-----------------|-------------------|-------|------|
| SHORT-TERM MTG-INDEPENDENT |                 |                |               |             |                         |               |                     |                |              |               |               |                 |                   |       |      |
|                            | BUILDERS INV    | O-BULDS        | 2929          | -2.46       | 0.00                    | JUN 0.69      | 0.81                | -8.0           | 113.2        | 1.2           | 0.0           | NEG.            | -28.0             | 2.4   |      |
|                            | CAPITAL MI      | P-CMU          | 1675          | 0.42        | 0.00                    | JUN 0.40      | 1.13                | 0.0            | -9.6         | 2.8           | 0.0           | 169.0           | 95.2              | 1.9   |      |
| VJ                         | CONTNLT MTG     | O-CMI          | 20838         | -3.47       | 0.00                    | DEC 0.92      | 0.12                | 9.1            | 300.0        | 0.1           | 0.0           | NEG.            | -26.5             | 2.5   |      |
| VJ                         | DOMINION M&R    | O-DMRTS        | 639           | -8.95       | 0.00                    | FEB 0.00      | 0.25                | 31.6           | 38.9         | 0.0           | 0.0           | NEG.            | 0.0               | 0.2   |      |
| VJ                         | FIDELITY MI     | O-FID          | 3046          | -18.23      | 0.00                    | APR 0.33      | 0.25                | 0.0            | 0.0          | 0.8           | 0.0           | NEG.            | -1.8              | 0.8   |      |
|                            | FIRST MTG IN    | O-FMTGS        | 8495          | -8.00       | 0.00                    | APR 1.30      | 0.31                | 0.0            | 24.0         | 0.2           | 0.0           | NEG.            | -16.2             | 2.6   |      |
| VJ                         | GRT AMER M&I    | O-GAA          | 4456          | -11.84      | 0.00                    | APR 0.00      | 0.14                | -30.0          | -54.8        | 0.0           | 0.0           | NEG.            | 0.0               | 0.6   |      |
|                            | GUARDIAN MI     | O-GMI          | 3000          | -11.48      | 0.00                    | MAY 0.31      | 0.44                | 46.7           | -68.1        | 1.4           | 0.0           | NEG.            | -2.7              | 1.3   |      |
|                            | HAMILTON INV    | O-HAMTS        | 2095          | 5.43        | 0.00                    | JUN 0.00      | 1.50                | 20.0           | 0.0          | 0.0           | 0.0           | -72.4           | 0.0               | 3.1   |      |
|                            | INSTITUTUAL     | N-INV          | 6074          | 4.68        | 0.00                    | JUL 0.00      | 1.50                | -14.3          | -20.2        | 0.0           | 0.0           | -67.9           | 0.0               | 9.1   |      |
|                            | MISSION INV     | A-MIT          | 1812          | 4.85        | 0.00                    | MAY 0.00      | 1.38                | -15.3          | -15.3        | 0.0           | 0.0           | -71.5           | 0.0               | 2.5   |      |
|                            | MTG INV WASH    | O-MINVS        | 2146          | 5.87        | 0.00                    | JUN 0.11      | 3.00                | -25.0          | 20.0         | 27.3          | 0.0           | -48.9           | 1.9               | 6.4   |      |
|                            | NATIONAL MTG    | O-NMF          | 2353          | -0.01       | 0.00                    | NOV 0.00      | 0.50                | -33.3          | 163.2        | 0.0           | 0.0           | NEG.            | 0.0               | 1.2   |      |
|                            | REPUBLIC MI     | N-RMI          | 2107          | 4.88        | 0.00                    | JUN 0.00      | 1.75                | 0.0            | -12.5        | 0.0           | 0.0           | -64.1           | 0.0               | 3.7   |      |
|                            | TEXAS FST MT    | O-TFMRS        | 1055          | 7.81        | 0.00                    | JUN 0.00      | 2.38                | -9.5           | -4.8         | 0.0           | 0.0           | -69.5           | 0.0               | 2.5   |      |
|                            | TIERCO          | O-GSR          | 1161          | 4.36        | 0.00                    | JUN 0.68      | 1.75                | -6.9           | 446.9        | 2.6           | 0.0           | -59.9           | 15.6              | 2.0   |      |
|                            | UMET TRUST      | N-UAT          | 2109          | 2.28        | 0.00                    | MAY 0.00      | 1.50                | -8.0           | -33.3        | 0.0           | 0.0           | -34.2           | 0.0               | 3.2   |      |
|                            | WESTERN MI      | O-WMTGS        | 1002          | 6.82        | 0.00                    | MAY 0.00      | 2.50                | -4.9           | 53.4         | 0.0           | 0.0           | -63.3           | 0.0               | 2.5   |      |
| GROUP AVERAGE              |                 |                | 3722          | -0.94       | 0.00                    |               | 0.26                | 1.18           | -8.9         | 3.8           | 4.5           | 0.0             | -224.5            | -27.8 | 48.5 |

## SHORT-TERM MTG-COMCL BANK

|               |         |      |        |      |     |       |      |      |       |      |     |        |       |      |
|---------------|---------|------|--------|------|-----|-------|------|------|-------|------|-----|--------|-------|------|
| AMER FLETCHR  | A-AFM   | 1352 | -0.49  | 0.00 | JUL | 0.00  | 1.00 | 22.0 | -46.8 | 0.0  | 0.0 | NEG.   | 0.0   | 1.4  |
| BARNETT MTG   | O-BMT   | 2174 | -8.67  | 0.00 | JUN | 0.00  | 0.31 | 0.0  | -38.0 | 0.0  | 0.0 | NEG.   | 0.0   | 0.7  |
| CAMERON-BRUN  | N-CB    | 2016 | 7.78   | 0.00 | JUN | 0.00  | 2.13 | 13.3 | 21.7  | 0.0  | 0.0 | -72.6  | 0.0   | 4.3  |
| CHASE MAN MT  | N-CMR   | 4886 | -12.98 | 0.00 | MAY | 11.42 | 2.00 | 0.0  | -36.1 | 0.2  | 0.0 | NEG.   | -88.0 | 9.8  |
| CITINATL DEV  | O-CITI6 | 600  | 13.10  | 0.00 | JUN | 0.16  | 5.50 | -8.3 | 91.0  | 34.4 | 0.0 | -58.0  | 1.2   | 3.3  |
| CITIZENS MI   | O-CZM   | 1421 | -13.27 | 0.00 | MAR | 0.00  | 0.28 | -6.7 | -17.6 | 0.0  | 0.0 | NEG.   | 0.0   | 0.4  |
| CITZNS&SO RL  | O-CZS   | 3829 | -6.07  | 0.00 | MAR | 0.00  | 0.53 | -5.4 | -71.8 | 0.0  | 0.0 | NEG.   | 0.0   | 2.0  |
| CONT ILL RLY  | N-CIR   | 2797 | 0.12   | 0.00 | JUN | 0.00  | 2.63 | 23.5 | 16.9  | 0.0  | 0.0 | 2091.7 | 0.0   | 7.4  |
| FST COMMERCE  | O-FCRNS | 1008 | 11.19  | 0.00 | JUN | 0.00  | 5.50 | 0.0  | 29.4  | 0.0  | 0.0 | -50.8  | 0.0   | 5.5  |
| FST DENVR MI  | O-PDENS | 1621 | 0.76   | 0.00 | JUN | 0.00  | 2.50 | 11.1 | 233.3 | 0.0  | 0.0 | 228.9  | 0.0   | 4.1  |
| FST PENN MT   | N-FPM   | 2961 | 5.69   | 0.00 | APR | 0.00  | 1.75 | 7.4  | -36.4 | 0.0  | 0.0 | -69.2  | 0.0   | 5.2  |
| FST WISCN MT  | O-FWMTS | 1910 | 5.76   | 0.00 | JUN | 0.00  | 2.25 | 19.7 | 50.0  | 0.0  | 0.0 | -60.9  | 0.0   | 4.3  |
| INDEPEND MTG  | O-IMTGS | 2500 | -4.01  | 0.00 | MAR | 0.00  | 0.48 | 50.0 | 26.3  | 0.0  | 0.0 | NEG.   | 0.0   | 1.2  |
| MARYLAND RLY  | O-MDRTS | 760  | 8.11   | 0.00 | MAY | 0.20  | 3.38 | 4.0  | 58.7  | 16.9 | 0.0 | -58.3  | 2.5   | 2.6  |
| TRI-SOUTH MI  | O-TSI   | 2260 | 3.35   | 0.00 | JUN | 0.69  | 1.25 | 66.7 | -9.4  | 1.8  | 0.0 | -62.7  | 20.6  | 2.8  |
| WACHOVIA RLY  | N-WRI   | 3335 | 10.74  | 0.00 | MAY | 0.00  | 4.25 | 2.9  | 2.9   | 0.0  | 0.0 | -60.4  | 0.0   | 14.2 |
| GROUP AVERAGE |         | 2214 | 1.32   | 0.00 |     | 0.78  | 2.23 | 6.0  | 12.1  | 2.9  | 0.0 | 69.3   | 59.1  | 69.2 |

## SHORT-TERM-MISC FNCL

|               |         |      |        |      |     |      |      |       |       |      |     |       |      |      |
|---------------|---------|------|--------|------|-----|------|------|-------|-------|------|-----|-------|------|------|
| AMER CENTURY  | N-ACT   | 2607 | 5.60   | 0.00 | JUN | 0.00 | 2.25 | 5.6   | 0.0   | 0.0  | 0.0 | -59.8 | 0.0  | 5.9  |
| BENEF STD MI  | N-BSM   | 1355 | 1.04   | 0.00 | APR | 0.00 | 1.75 | 7.4   | -17.8 | 0.0  | 0.0 | 68.3  | 0.0  | 2.4  |
| CI MTG GROUP  | O-CI    | 4812 | -1.00  | 0.00 | JUL | 0.00 | 0.50 | 13.6  | -50.0 | 0.0  | 0.0 | NEG.  | 0.0  | 2.4  |
| HANOVER SQ R  | A-HSQ   | 946  | 10.73  | 0.00 | MAY | 0.00 | 5.25 | 5.0   | 5.0   | 0.0  | 0.0 | -51.1 | 0.0  | 5.0  |
| IDS RLTY TR   | N-IDR   | 2409 | -17.91 | 0.00 | APR | 0.00 | 1.63 | 44.2  | 158.7 | 0.0  | 0.0 | NEG.  | 0.0  | 3.9  |
| LMI INVSTORS  | N-LWE   | 2009 | 3.39   | 0.00 | JUN | 0.64 | 2.25 | 125.0 | 181.3 | 3.5  | 0.0 | -33.6 | 18.9 | 4.5  |
| MTG TRUST AM  | N-MT    | 3860 | 12.06  | 0.00 | AUG | 0.00 | 4.50 | 5.9   | -2.8  | 0.0  | 0.0 | -62.7 | 0.0  | 17.4 |
| NATIONWID RE  | O-NRELS | 1047 | 24.08  | 0.16 | JUN | 0.16 | 7.25 | -3.3  | 18.3  | 45.3 | 2.2 | -69.9 | 0.7  | 7.6  |
| GROUP AVERAGE |         | 2381 | 4.75   | 0.02 |     | 0.10 | 3.17 | 10.1  | 12.5  | 31.7 | 0.6 | -33.2 | 2.1  | 49.1 |

## INTERMEDIATE-TERM MORTGAGES

|               |         |      |       |      |     |      |         |      |       |      |      |       |      |      |
|---------------|---------|------|-------|------|-----|------|---------|------|-------|------|------|-------|------|------|
| BARNET-WINST  | O-BWITS | 1663 | -1.41 | 0.00 | JUN | 0.00 | 0.81    | 28.6 | 113.2 | 0.0  | 0.0  | NEG.  | 0.0  | 1.3  |
| DIVERSIFD MI  | N-DMG   | 7327 | 5.68  | 0.00 | JUN | 0.17 | 1.50    | 32.7 | 0.0   | 8.8  | 0.0  | -73.6 | 3.0  | 11.0 |
| FST NEWPORT   | O-FNRIS | 2339 | 3.73  | 0.00 | JUL | 1.16 | 1.38    | 0.0  | 38.0  | 1.2  | 0.0  | -63.0 | 31.1 | 3.2  |
| FST VIRGINIA  | O-FVM   | 1208 | 1.18  | 0.00 | MAR | 0.00 | 0.88    | 17.3 | 120.0 | 0.0  | 0.0  | -25.4 | 0.0  | 1.1  |
| RLTY REFUND   | A-RRF   | 1309 | 18.71 | 2.36 | JUL | 2.36 | 22.00 X | 1.5  | 12.1  | 9.3  | 10.7 | 17.6  | 12.6 | 28.8 |
| SECURITY MT   | A-SMO   | 6487 | 6.07  | 0.00 | JUN | 0.06 | 3.13    | 19.0 | 25.2  | 52.2 | 0.0  | -48.4 | 1.0  | 20.3 |
| GROUP AVERAGE |         | 3389 | 5.66  | 0.39 |     | 0.63 | 4.95    | 5.3  | 16.9  | 7.9  | 7.9  | -12.5 | 11.0 | 65.7 |

## LONG-TERM MTG &amp; EQUITIES

|               |         |      |       |      |       |      |         |       |       |      |     |       |      |       |
|---------------|---------|------|-------|------|-------|------|---------|-------|-------|------|-----|-------|------|-------|
| ATLANTA NATL  | O-ATNAS | 1260 | 9.44  | 0.00 | MAY   | 0.00 | 3.75    | 3.3   | 150.0 | 0.0  | 0.0 | -60.3 | 0.0  | 4.7   |
| BT MTG INVR   | N-BTM   | 2116 | -2.80 | 0.00 | JUN   | 0.00 | 2.63    | 50.3  | 5.2   | 0.0  | 0.0 | NEG.  | 0.0  | 5.6   |
| CLEVELTRST RL | O-CTRIS | 2525 | 10.52 | 0.00 | JUN   | 0.00 | 3.38    | 4.0   | 28.5  | 0.0  | 0.0 | -67.9 | 0.0  | 8.5   |
| CON GEN M&R#  | N-CGM   | 5715 | 19.25 | 1.60 | JUN   | 1.93 | 21.13   | 0.6   | 9.8   | 10.9 | 7.6 | 9.8   | 10.0 | 120.8 |
| COUSINS M&EQ  | N-CUZ   | 3854 | 0.63  | 0.00 | MAY   | 0.00 | 1.50    | 20.0  | -25.0 | 0.0  | 0.0 | 138.1 | 0.0  | 5.8   |
| EQUIT LF MTG  | N-EQ    | 5637 | 23.71 | 2.20 | JUL   | 2.40 | 26.25   | 0.0   | -0.5  | 10.9 | 8.4 | 10.7  | 10.1 | 148.0 |
| FIDELCO GROW  | A-FGI   | 1580 | 9.04  | 0.00 | MAY   | 0.00 | 2.00    | 14.3  | -20.0 | 0.0  | 0.0 | -77.9 | 0.0  | 3.2   |
| FST MEMPHIS   | O-FMEMS | 1156 | 3.88  | 0.00 | MAY   | 0.00 | 2.00    | 0.0   | 22.7  | 0.0  | 0.0 | -48.5 | 0.0  | 2.3   |
| GMR PROPERT   | N-GMR   | 2210 | 3.69  | 0.00 | MAY   | 0.00 | 2.13    | 6.5   | -5.3  | 0.0  | 0.0 | -42.3 | 0.0  | 4.7   |
| HNC MTG&RLY   | O-HNCMS | 2388 | 4.19  | 0.00 | JUL   | 0.09 | 1.13    | 13.0  | 13.0  | 12.6 | 0.0 | -73.0 | 2.1  | 2.7   |
| HOSPITAL MTG  | A-HMG   | 1178 | 22.74 | 0.60 | MAY   | 0.44 | 9.25    | -2.6  | 39.5  | 21.0 | 6.5 | -59.3 | 1.9  | 10.9  |
| MASSMUT MTG   | N-MML   | 4670 | 19.44 | 1.24 | ↑ JUL | 1.24 | ↑ 14.38 | X 3.1 | 1.8   | 11.6 | 8.6 | -26.0 | 6.4  | 67.2  |
| MONY MTG INV  | N-MYM   | 8890 | 9.93  | 0.92 | ← AUG | 0.64 | ↑ 11.00 | -4.3  | -4.3  | 17.2 | 8.4 | 10.8  | 6.4  | 97.8  |
| MTG GROWTH I  | A-MTG   | 2652 | 10.74 | 0.48 | ← AUG | 0.20 | ← 5.75  | -4.2  | 4.5   | 28.8 | 8.3 | -46.5 | 1.9  | 15.2  |
| NOWSTRN FINC  | O-NFINS | 1510 | 14.30 | 0.00 | JUN   | 0.00 | 5.50    | 25.6  | 100.0 | 0.0  | 0.0 | -61.5 | 0.0  | 8.3   |
| NOWSTRN MUTL  | N-NML   | 4758 | 18.99 | 1.00 | JUN   | 0.88 | 12.50   | -4.8  | -6.6  | 14.2 | 8.0 | -34.2 | 4.6  | 59.5  |
| PACIFIC STHN  | O-PSMTS | 800  | 11.92 | 0.48 | JUN   | 0.52 | 7.00    | -3.4  | 24.3  | 13.5 | 6.9 | -41.3 | 4.4  | 5.6   |
| PNB MTG& RL#  | N-PNI   | 2437 | 18.55 | 0.72 | JUN   | 1.00 | 10.63   | 0.0   | 14.9  | 10.6 | 6.8 | -42.7 | 5.4  | 25.9  |
| RAM PACIFIC   | O-RPACS | 1890 | 18.05 | 1.12 | ← AUG | 1.28 | ↑ 12.75 | 0.0   | 22.8  | 10.0 | 8.8 | -29.4 | 7.1  | 24.1  |
| STATE MUTUAL  | O-SMU   | 2786 | -1.78 | 0.00 | JUN   | 0.00 | 2.75    | 10.0  | 99.3  | 0.0  | 0.0 | NEG.  | 0.0  | 7.7   |
| UNITED RLTY   | A-URT   | 3610 | 17.60 | 0.76 | MAY   | 0.76 | 9.25    | 1.3   | 8.8   | 12.2 | 8.2 | -47.4 | 4.3  | 33.4  |
| GROUP AVERAGE |         | 3030 | 11.53 | 0.53 |       | 0.54 | 7.94    | 2.8   | 10.6  | 14.6 | 6.7 | -31.1 | 4.7  | 661.9 |



## CONVERTIBLE DEBENTURES

| DEBENTURE    | EX | MAT | INT (%) | CONV AT | RECENT PRICE | YIELD (%) | % CHNG |
|--------------|----|-----|---------|---------|--------------|-----------|--------|
| AMER CENTURY | AS | '90 | 7.00    | 21.00   | 67.13        | 10.4      | 0.0    |
| AMER CENTY'B | NY | '91 | 6.75    | 28.00   | 65.63        | 10.3      | 0.6    |
| AMER REALTY  | OC | '84 | 7.00    | 10.40   | 48.00        | 14.6      | 0.0    |
| BAIRD&WARNER | OC | '91 | 6.75    | 21.00   | 63.00        | 10.7      | -1.5   |
| BANKAMERICA  | OC | '90 | 6.75    | 21.00   | 82.00        | 8.2       | -2.3   |
| BENEF STD MI | AS | '91 | 6.50    | 27.75   | 57.63        | 11.3      | 7.2    |
| CAPITAL MTG  | OC | '91 | 6.50    | 33.00   | 42.00        | 15.5      | -2.2   |
| CHASE MANHTN | NY | '96 | 6.50    | 55.00   | 80.25        | 8.1       | 43.9   |
| COLWELL MTG  | OC | '91 | 6.50    | 29.38   | 26.00        | 25.0      | -14.7  |
| CONN GENERAL | NY | '96 | 6.00    | 32.50   | 80.00        | 7.5       | 0.0    |
| CONTNTL MTG  | OC | '90 | 6.25    | 19.79   | 13.00        | VJ        | 44.4   |
| EQUITEL LF M | NY | '90 | 6.75    | 26.25   | 96.00        | 7.0       | 0.8    |
| FIDELITY MI  | OC | '85 | 7.75    | 21.25   | 2.00         | VJ        | -83.2  |
| FIRST PENN M | OC | '91 | 6.75    | 26.00   | 47.00        | 14.4      | 0.0    |
| FIRST UNION  | NY | '91 | 7.00    | 13.00   | 94.00        | 7.4       | -2.0   |
| FRANKLIN RLY | AS | '89 | 7.00    | 10.00   | 80.00        | 8.8       | 0.9    |
| FST NEWPORT  | OC | '91 | 6.75    | 27.50   | 41.00        | 16.5      | 2.5    |
| GRT AMER MI  | OC | '91 | 7.00    | 35.50   | 8.00         | VJ        | 10.3   |
| HANOVER SQ R | AS | '92 | 7.25    | 21.00   | 74.00        | 9.8       | 1.4    |
| HEITMAN MTG  | AS | '92 | 7.50    | 14.70   | 64.75        | 11.6      | -0.1   |
| HNC MTG      | OC | '91 | 6.75    | 21.00   | 48.00        | 14.1      | 2.1    |
| HOTEL INVSTR | OC | '90 | 7.75    | 21.00   | 79.00        | 9.8       | -2.4   |
| HOTEL INVTRS | OC | '91 | 7.50    | 25.25   | 75.00        | 10.0      | -2.5   |
| LINCOLN MTG  | OC | '90 | 8.00    | 11.00   | 48.50        | 16.5      | 21.3   |
| MASSMUTL MTG | NY | '90 | 6.75    | 21.00   | 83.50        | 8.1       | 0.6    |
| MASSMUTUAL M | NY | '91 | 6.25    | 33.50   | 78.00        | 8.0       | 0.6    |
| MIDLAND MTG  | OC | '86 | 7.00    | 16.67   | 40.00        | 17.5      | 5.3    |
| MONEY MTG IN | NY | '90 | 7.00    | 11.00   | 99.00        | 7.1       | 0.0    |
| MTG INV WASH | OC | '90 | 8.00    | 15.00   | 55.00        | 14.5      | 0.0    |
| NATIONAL MTG | OC | '91 | 7.00    | 12.00   | 7.00         | 100.0     | -63.1  |
| NJB PRIME    | OC | '91 | 6.75    | 21.00   | 16.00        | 42.2      | 6.7    |
| NOWSTRN MUTL | NY | '91 | 6.00    | 21.00   | 78.00        | 7.7       | 0.0    |
| RAM PACIFIC  | OC | '91 | 6.75    | 21.00   | 63.00        | 10.7      | -14.8  |
| REALTY INCOM | AS | '91 | 8.00    | 18.00   | 85.50        | 9.4       | 0.9    |
| REPUBLIC MI  | NY | '90 | 9.00    | 19.00   | 85.50        | 10.5      | 0.4    |
| SAUL (BF) RL | OC | '91 | 6.50    | 23.00   | 60.00        | 10.8      | 3.0    |
| SAUL(BF) REI | OC | '90 | 8.00    | 15.50   | 72.00        | 11.1      | -0.9   |
| STATE MUTUAL | OC | '91 | 6.75    | 21.00   | 50.00        | 13.5      | 19.0   |
| SUTRO MIT    | NY | '82 | 6.75    | 20.00   | 84.00        | 8.0       | 1.2    |
| SUTRO MTG    | AS | '91 | 6.75    | 20.00   | 77.00        | 8.8       | 2.0    |
| TRI-SOUTH MI | OC | '92 | 7.00    | 29.50   | 29.00        | 24.1      | 20.8   |
| US BANCORP   | AS | '92 | 7.00    | 26.25   | 75.75        | 9.2       | 0.7    |
| US REALTY IN | NY | '89 | 5.75    | 20.20   | 60.00        | 9.6       | 0.0    |

## HOW TO USE COMPARATIVE TRUST STATISTICS

These data are designed to facilitate comparison of relative efficiency of real estate investment trust managements with available funds. Readers should note that historical data are used and thus no earnings or dividend projections or estimates are included. Investors are advised to consider carefully the following distinctive characteristics of REITs compared with other industrial or financial securities:

**Annualized Dividend and Yield:** Most REITs do not pay a posted quarterly dividend rate but instead pay their approximate earnings (or net cash flow, if appropriate) for the quarter. They follow this practice because REITs are required to pay at least 90% of earnings to shareholders in order to qualify for exemption from Federal income taxes. This practice means that dividends paid by most REITs will vary much more from quarter to quarter than industrial securities. This possibility for quarterly variations gives REIT shares higher risk because earnings do not provide a safety margin of coverage for the dividend as they do for industrial stocks. The outlook and stability of dividends are thus key factors in our **RELATIVE APPEAL RANKINGS**. The "Annualized Dividend" column is the latest quarterly payout annualized by multiplying by four, and adjusted for any capital gains or other special dividend payments. Special dividends, marked "S", are paid to maintain tax exemption but are not expected to be continued in subsequent quarters. Because of these possible variations, annualized dividends and yield are not to be considered in any way as posted or guaranteed yields.

**Annualized Earnings and Price/Earnings Ratio:** For mortgage trusts, latest quarter earnings are multiplied by four. Zeroes indicate losses or no earnings for the quarter indicated. Losses per share are shown in **RELATIVE APPEAL RANKINGS**. For equity trusts, annualized net cash flow as calculated by Audit Investment Research, Inc. is used in place of earnings as the best single measure of results. Net cash flow is defined as net income plus depreciation minus mortgage amortization. The symbol "#" indicates cash flow in the earnings column. For a few trusts, gross cash flow (i.e., net income plus depreciation) is used, denoted by "\*". Cash flow derived from amortization of debt discount is denoted by "a". The price/earnings ratio relates current price to the most appropriate earnings result. Both earnings (EPS) and net cash flow (CFS) per share for equity trusts for current periods are shown in **RELATIVE APPEAL RANKINGS**.

**Shares:** The number of shares outstanding, in thousands, is the number issued as of the latest balance sheet and is not adjusted for any potential conversion of debentures or exercise of warrants. **Book value per share** is essentially net tangible worth per share. The number does not reflect any changes in asset values through appreciation or abnormal depreciation of assets, nor any potential increase from possible conversion of debentures. Realized and estimated investment losses, as determined by management's provision for possible losses, are deducted from book value under AICPA rules. Audit also deducts intangible debt discount and expense costs from book value.

Trusts are grouped into nine categories under three major groupings to facilitate comparison. The category used for each trust is shown in **RELATIVE APPEAL RANKINGS**. **Equity and combination groups** include **Equity** trusts with over 80% of invested assets in direct ownership of completed income producing properties; **Equity & Mortgage combination** which balance investments between equity ownership and mortgages; and **Subordinated Land** trusts, investing primarily in ownership of land beneath income producing properties and leased to building operators.

**Short-term mortgage groups** invest primarily in mortgages under three years maturity, mainly construction, land development and other interim loans. They are grouped by sponsorship as follows: **Mortgage banker**; **Independent**; **Commercial bank**; and **Miscellaneous financial institutions**.

**Intermediate & long-term mortgage groups** are classed as intermediate-term for those whose predominant holdings mature in three to 10 years; and **long-term** for those with loans maturing in over 10 years, and generally with some equity investments.

## WARRANTS

| NAME         | EXCH/<br>SYMBOL | EXP<br>DATE | OUT<br>(000) | EXER<br>PRICE | NO.<br>SH. | WTS<br>PRICE | STK<br>PRICE | CONV<br>PREM | %<br>CHG | MKT VA<br>(MIL\$) |
|--------------|-----------------|-------------|--------------|---------------|------------|--------------|--------------|--------------|----------|-------------------|
| AMER CENTURY | A-ACTW          | 6/78        | 897          | 23.00         | 1.0        | 0.06         | 2.25         | 924.9        | 20.0     | 0.1               |
| ATICO MTG IN | A-AOW           | 12/79       | 563          | 15.00         | 1.0        | 0.25         | 2.00         | 662.5        | -19.3    | 0.1               |
| BARNES STD   | O-BARNW         | 12/82       | 1910         | 20.00         | 1.0        | 0.10         | 2.50         | 704.0        | -23.0    | 0.2               |
| BENEF STD MT | A-BSMW          | 7/80        | 554          | 20.00         | 1.0        | 0.19         | 1.75         | 1053.7       | -23.9    | 0.1               |
| BRT RLY TR   | A-BRTW          | 11/77       | 1400         | 10.00         | 1.0        | 0.03         | 0.94         | 967.0        | 50.0     | 0.0               |
| CAPITAL MTG  | O-CMORW         | 11/79       | 471          | 20.00         | 1.0        | 0.03         | 1.13         | 1672.6       | 0.0      | 0.0               |
| FIRST UNION  | O-FUREW         | 12/77       | 600          | 12.75         | 1.0        | 0.25         | 12.50        | 4.0          | -19.3    | 0.2               |
| FLATLEY RLY  | O-FLTLW         | 5/78        | 1000         | 10.00         | 1.0        | 0.15         | 3.25         | 212.3        | 150.0    | 0.2               |
| JNB REALTY   | O-JMBRW         | 8/77        | 510          | 20.00         | 1.0        | 0.50         | 15.50        | 32.3         | 0.0      | 0.3               |
| M&T MTG INV  | O-MTMIZ         | 8/80        | 747          | 13.00         | 1.0        | 0.38         | 10.38        | 28.9         | 22.6     | 0.3               |
| MISSION INV  | A-MITW          | 12/77       | 604          | 16.50         | 1.0        | 0.02         | 1.38         | 1097.1       | 0.0      | 0.0               |
| MTG INV WASH | O-MINWV         | 3/80        | 931          | 15.00         | 1.0        | 0.19         | 3.00         | 406.3        | -23.9    | 0.2               |
| NATIONWID RE | O-NRELW         | 1/81        | 652          | 32.00         | 1.0        | 0.08         | 7.25         | 342.5        | 0.0      | 0.1               |
| NORTH AM MTG | A-NAMW          | 3/79        | 710          | 31.13         | 1.0        | 0.19         | 4.38         | 615.1        | 216.7    | 0.1               |
| NOWSTRN FINC | O-NPINW         | 1/78        | 1510         | 18.06         | 1.1        | 0.10         | 5.50         | 230.0        | 0.0      | 0.2               |
| PNB MTG&RLTY | A-PNIW          | 12/77       | 1220         | 20.00         | 1.0        | 0.03         | 10.63        | 88.4         | 0.0      | 0.0               |
| REPUBLIC MI  | A-RMIW          | 6/79        | 1064         | 20.00         | 1.0        | 0.06         | 1.75         | 1046.3       | -33.2    | 0.1               |
| SAN FRAN REI | A-SPIW          | 12/80       | 1348         | 25.00         | 1.0        | 0.69         | 13.00        | 97.6         | 9.5      | 0.9               |
| SECURITY MT* | A-SMOW          | 5/79        | 3117         | 16.00         | 1.0        | 0.13         | 3.13         | 415.3        | -58.0    | 0.4               |
| SUTRO MIT(b) | A-SUTW          | 6/82        | 700          | 20.00         | 1.0        | 0.69         | 8.38         | 146.9        | 0.0      | 0.5               |
| SUTRO MTG IN | O-SUTRS         | 4/78        | 299          | 22.00         | 1.0        | 0.05         | 8.38         | 163.1        | 0.0      | 0.0               |
| UNITED RLY   | A-URTW          | 12/79       | 3610         | 20.00         | 1.0        | 0.25         | 9.25         | 118.9        | 0.0      | 0.9               |

\*DEBENTURES USABLE IN LIEU OF CASH

CITIZENS & SOUTHERN REALTY 300,000 warrants at 80% of market price 30 days prior to 10/15/77. Priced \$3.63 bid and shares 53¢ bid. 6 3/4% debentures usable at par.



## EARNINGS TRENDS: RISING SWAP GAINS PUT 25 REPORTING TRUSTS IN BLACK IN LATEST QUARTERS

Gains on exchanges of assets with lending banks continue to be the big swing factor for trusts reporting earnings in the past month. Our tally of the latest quarters, generally ending June to August, for these 25 trusts shows they earned an aggregate \$722,000, better than losses in both the previous and year-ago quarters. These 25 trusts still reported a combined operating loss of \$19.7 million but this loss is narrowed considerably from both prior periods. Aggregates for the 25 trusts, in millions of dollars:

|                                     | Latest qtr. | Prev.qtr. | Year-ago  | --% Change from-- |        |
|-------------------------------------|-------------|-----------|-----------|-------------------|--------|
|                                     |             |           |           | Prev.qtr.         | Yr.ago |
| Operating income (loss) after prov. | \$ (19.7)   | \$ (21.0) | \$ (25.7) | - 6%              | - 23%  |
| Gain on swaps, sales, restructure.. | 20.4        | 13.5      | 9.5       | +51               | +115   |
| NET INCOME (LOSS).....              | \$ 0.7      | \$ ( 7.5) | \$ (16.2) | N/A               | N/A    |

N/A-Not calculated, loss in one or both comparative periods.

Thirteen trusts were in the black (see table) but two of these did so only because they reported a total \$17.7 million gains on asset swaps, the bulk of swap and other extraordinary gains for the group. The two:

Builders Investment Group reported \$2.93/sh. swap gains, or \$8.6 million in the June quarter. BIG has booked \$11.54/sh. swap gains in its nine months to June, swapping \$48 million assets to banks. Another \$48 million assets have been swapped since June 30 but the gain is much smaller, \$3.7 million or about \$1.26/sh. BIG has now gained control of about 65% of its \$309 million assets via foreclosure and says this lets it estimate holding time more precisely; as a result the trust believes it will not have to make any new additions to its loss reserve after Sept. 30 unless real estate markets weaken.

First Newport Realty Inv. (formerly Alison) reported \$3.91/sh. swap gains in the July quarter atop \$4.89/sh. gains the previous quarter. First Newport's swaps essentially wind up its year-long debt restructuring that has turned book value from \$14.63 negative to about \$3.90/sh. positive. Operating results remain in the red, by about \$2.75/sh. in the July quarter, although portfolio progress is being made. Other swaps:

Atico Mortgage Inv. booked 15¢/sh. gains in July but not enough to overcome operating losses of 78¢/sh. Atico paid Aug. 15 interest on its debentures, contrary to our Sept. 9 report. Institutional Investors had 5¢/sh. gains over 46¢/sh. operating losses in its latest quarter.

Midland Mortgage Inv. reported 83¢/sh. swap gains in the June quarter but lost \$1.05/sh. in the period after adding \$1.29/sh. to its loss

## NEW EARNINGS REPORTS

| Trust-period ending             | Latest     | -----Earnings/share----- |           |         | --% Change from-- |        |
|---------------------------------|------------|--------------------------|-----------|---------|-------------------|--------|
|                                 | qtr.-Th.\$ | Latest qtr.              | Prev.qtr. | Yr. ago | Prev.qtr.         | Yr.ago |
| Quarterly results               |            |                          |           |         |                   |        |
| Amer. Fletcher MI-July..d       | 893        | \$d0.66                  | \$d0.74   | \$d1.02 | Better            | Better |
| Atico Mtg. Inv.-July....d1,707b |            | d0.63b                   | d0.34b    | d0.13b  | Worse             | Worse  |
| Builders Inv.Gr.-June... 2,010b |            | 0.69b                    | d4.38b    | d0.09b  | Better            | Better |
| C.I. Mtg. Group-July....d1,869  |            | d0.39                    | d0.31     | d0.92   | Worse             | Better |
| Cont. Ill. Prop.-July... 467    |            | 0.09                     | 0.16      | 1.46a   | -44%              | -31%   |
| Denver REIA-June.....d 72       |            | d0.07                    | d0.09     | 0.12    | Better            | Worse  |
| First Cont. REIT-Aug.... 465    |            | 0.22                     | 0.22      | 0.20    | NC                | +10    |
| First Newport RI-July... 2,711b |            | 1.16b                    | 3.30b     | d1.74   | Better            | Better |
| First Union RE-July.... 1,089   |            | 0.21                     | 0.24      | 0.21r   | -13               | NC     |
| Fraser Mtg. Inv.-May.... 257    |            | 0.25                     | 0.24      | d0.04   | + 4               | Better |
| " " -Aug.... 265                |            | 0.25                     | 0.25      | 0.25    | NC                | NC     |
| GREIT Realty-July..... 211      |            | 0.21                     | 0.11      | 0.18    | +91               | +17    |
| Inst. Inv. Tr.-July....d2,500   |            | d0.41b                   | d0.36     | d0.78   | Worse             | Better |
| Lincoln Mtg. Inv.-June..d 334   |            | d0.29                    | d0.57     | 0.05a   | Better            | Worse  |
| MassMutual Mtg.-July... 1,425   |            | 0.31                     | 0.30      | 0.27    | + 3               | +15    |
| Midland Mtg. Inv.-June..d2,502  |            | d1.05b                   | d0.12b    | d2.09   | Worse             | Better |
| MONY Mtg. Inv.-Aug.... 1,422    |            | 0.16                     | 0.24      | 0.20    | -33               | -20    |
| Mtg. Growth Inv.-Aug.... 139    |            | 0.05                     | 0.05      | 0.16a   | NC                | -69    |
| Mtg. Inv. Wash.-June.... 227    |            | 0.11a                    | d1.16     | d0.31   | Better            | Better |
| Mtg. Tr. Amer.-Aug.....d 750    |            | d0.19                    | d0.17     | d0.44   | Worse             | Better |
| Plaza Realty-June.....d 237     |            | d0.21                    | d0.19     | d0.23   | Worse             | Better |
| REIT of Amer.-Aug..... 472      |            | 0.29                     | 0.27      | 0.25    | + 7               | +16    |
| Rity.&Mtg. Pacif.-Aug... 602    |            | 0.32                     | 0.27      | 0.18    | +19               | +68    |
| Realty Income Tr.-July.. 152    |            | 0.10                     | d0.28     | 0.01    | Better            | +1000  |
| Summit Prop.-July.....d 45      |            | d0.03                    | d0.07     | d0.10   | Better            | Better |
| Wisconsin REIT-June....d 26     |            | d0.02                    | 0.61b     | d0.70   | Worse             | Better |
| Annual results                  |            |                          |           |         |                   |        |
| Fraser Mtg. Inv.-May FY. 1,020  |            | 0.98                     | ---       | 0.80    | --                | +23%   |
| Midland Mtg.-June FY....d5,173  |            | d2.17c                   | ---       | d4.91c  | --                | Better |

NC-No change on share basis. Where loss reported in one or both quarters, change in direction is shown as "Better" or "Worse." r-Restated. d-Loss.

a-Per share amounts of capital gains and special items included: Cont. Ill. Prop., \$1.33/sh. on settlement of debt guarantee in year-ago qtr.; Lincoln Mtg. 58¢ capital gain in year-ago; Mtg. Growth, 10¢ gain in year-ago qtr.; and Mtg. Inv. Wash., 13¢ capital gain in latest qtr.

b-Per share amounts of gains on asset swaps or debt restructuring: Atico Mtg., 15¢ in latest qtr., 19¢ in prev. qtr., 95¢ gain on new credit agreement in year ago; Builders Inv., \$2.93 in latest, d54¢ in prev., and \$2.04 in year-ago; First Newport, \$3.91 in latest, \$4.89 in prev.; Institutional Inv., 5¢ in latest; Midland Mtg., 83¢ in latest, \$1.03 in prev.

c-Swap gains per share: Midland Mortgage, \$1.87 in FY 1977; \$2.04 in FY 1976.



reserve. Midland exchanged another \$12.4 million assets with its banks subsequent to the June 30 fiscal year-end, giving it another 59¢/sh. swap gains for the Sept. quarter. Condo sales have been strong and the trust on Aug. 15 had only 273 unsold or uncontracted units left of the 1,512 condo units it financed; however "market response to offerings of land, even at substantially reduced prices, has been almost non-existent," the trust said. But MMI must repay \$6 million to banks by Sept. 30 to extend its credit agreement by another year; MMI has reduced bank debt by \$46.3 million since June 1976 and owed banks only \$29.2 million on Aug. 15.

Mortgage Investors of Washington reported a 13¢/sh. capital gain on sale of an asset in the June quarter, putting the trust in the black after a much narrowed 2¢/sh. operating loss. MIW has reduced bank debt by \$21.7 million since March 31, 1976, raising funds by selling assets and stressing repayment of earning mortgages, and expects to cut bank debt to \$25 million by Sept. 30, when its credit agreement expires. MIW is seeking extension of remaining bank debt and \$10 million subordinated debt maturing Dec. 31, 1977 held by a life insurance company. The trust will ask shareholders and bondholders to let it operate as a non-qualified business trust, if trustees decide that's best.

GREIT Realty Trust had one of the strongest percentage gains, the July quarter up 91% from the previous quarter and 17% over 1976. Renovation work at two large shopping centers in Miami and Chicago is paying off; the trust still is receiving rent under a guarantee on a partially vacant Dayton office tower; a paper company moved but guaranteed rent until April 1, 1978. Realty & Mtg. Inv. of the Pacific also scored a good gain on a book basis by cutting operating expenses. Also, a gain was recognized when the buyer of a foreclosed Reno, Nev. property repaid a loan the trust had made to facilitate its sale; this gain was offset by a \$200,000 (or 10¢/sh.) settlement of a California usury suit.

MassMutual Mtg. & Rlty. Inv. continued its recovery, boosting earnings to 31¢/sh. in the July quarter, up 3% and 15% from the previous and year-ago quarters. MML benefitted from lower expenses and restoration of an apartment loan to earning status. The trust plans to add new investments to its portfolio. MONY Mtg. Inv. earnings dipped to 16¢/sh., down 33% from the previous quarter's 24¢ which included 6¢/sh. non-recurring items. A decline in invested assets to \$199 million, mainly in construction/development and long-term mortgages, was largely responsible. The trust has approved \$21.7 million new short-term investments and is considering another \$28 million investments, with fundings expected to reverse the decline. The trust has signed a letter of intent to lease a 150-acre site in Yaphank, Long Island, N.Y. to a major developer for a regional shopping center after foreclosing on an \$8.4 million loan in the August quarter. Nonearning investments are 6.8% of the total, down from 10½% at May 31.

Earnings per share fell at Continental Illinois Properties and First Union RE. CIP net of 9¢/sh. in the July quarter reflected higher depreciation charges and some sluggishness in rents. First Union's share earnings of 21¢ were down 13% from the previous quarter and even with a restated year-ago figure, the decline due solely to a higher number of shares outstanding. Actual dollar earnings were even with the previous quarter and up 32% from 1976. Fraser Mtg. dollar earnings were up slightly but even on a per-share basis; the trust has several prospects for reducing its non-earning assets. Realty ReFund Trust July quarter earnings were down slightly to 59¢/sh. even though dollar earnings were up 11%; a higher number of shares outstanding was the reason, due to exercise of 259,697 warrants in June.

Among smaller equity trusts, Denver Real Estate narrowed its loss to 7¢/sh. in June as expenses of a large office complex began diminishing; the property was net leased a year ago but the trust took over management late in 1976. Depreciation was also higher. REIT of America continued its rebound from benefits of expansion of a California shopping center. Summit Properties continued to narrow its losses and Wisconsin REIT also weighed in with a narrow loss. Realty Income Trust returned to profitability after finishing a year in which it took substantial losses to offset major capital gains. Industrial National Corp. has agreed to sell a block of 20% of RIT shares to a Bermuda corporation.